POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

JANUARY - MARCH

| | CANADIAN PRODUCERS | | | UNITED STATES PRODUCERS | | | TOTAL CANADIAN & U.S. PRODUCERS | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1990 | 1989 | Change % | 1990 | 1989 | Change % | 1990 | 1989 | Change % |
| Beginning Inventory | 1,759,494 | 1,495,149 | 17.7% | 333,961 | 265,021 | 26.0% | 2,093,455 | 1,760,170 | 18.9% |
| (+) Production | 1,824,104 | 2,327,753 | -21.6% | 466,730 | 417,513 | 11.8% | 2,290,834 | 2,745,266 | -16.6% |
| (-) Ending Inventory | 1,758,148 | 2,058,358 | -14.6% | 352,487 | 309,195 | 14.0% | 2,110,635 | 2,367,553 | -10.9% |
| (=) Total Disappearance | 1,825,450 | 1,764,544 | 3.5% | 448,204 | 373,339 | 20.1% | 2,273,654 | 2,137,883 | 6.4% |
| (-) Exports | 828,772 | 701,894 | 18.1% | 79,830 | 87,637 | -8.9% | 908,602 | 789,531 | 15.1% |
| (=) Disappearance-Canada & United States | 996,678 | 1,062,650 | -6.2% | 368,374 | 285,702 | 28.9% | 1,365,052 | 1,348,352 | 1.2% |

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

JANUARY-MARCH QUARTER, 1990 & 1989

| | PRODUCTION | | ENDING INVENTORY, March 31 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1990 | JAN-MAR 1989 | MINE SITE | OFFSITE | 1990 | 1989 | 1990 | JAN-MAR 1989 |
| MURIATE | | | | | | | | |
| Special Standard | 29,108 | 56,041 | 16,059 | 2,149 | 18,208 | 37,376 | 43,341 | 42,368 |
| Standard | 519,338 | 771,641 | 315,503 | 143,736 | 459,239 | 557,510 | 768,321 | 669,778 |
| Chemical | 39,054 | 35,197 | 13,382 | 4,546 | 17,928 | 17,474 | 32,444 | 25,157 |
| Coarse | 608,984 | 750,227 | 169,154 | 488,911 | 658,065 | 889,965 | 427,097 | 434,418 |
| Granular | 772,272 | 855,668 | 396,508 | 293,083 | 689,591 | 647,257 | 706,145 | 710,060 |
| Soluble | 214,887 | 206,503 | 97,531 | 82,163 | 179,694 | 161,941 | 181,902 | 177,838 |
| Sulphates | 107,191 | 69,989 | 67,650 | 20,260 | 87,910 | 56,030 | 114,404 | 78,264 |
| TOTAL: | 2,290,834 | 2,745,266 | 1,075,787 | 1,034,848 | 2,110,635 | 2,367,553 | 2,273,654 | 2,137,883 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | January-March | |
| | 1990 | JAN-MAR 1989 | 1990 | JAN-MAR 1989 | 1990 | JAN-MAR 1989 | 1990 | JAN-MAR 1989 | 1990 | 1989 |
| MURIATE | | | | | | | | | | |
| Special Std | 43 | 17 | 41,794 | 39,985 | - | - | - | - | 41,837 | 40,002 |
| Standard | 81,259 | 117,601 | 630,937 | 487,598 | 61,983 | 65,669 | 1,644 | 953 | 775,823 | 671,821 |
| Chemical | - | - | - | - | 24,179 | 20,791 | 1,189 | 1,055 | 25,368 | 21,846 |
| Coarse | 472,243 | 462,180 | 44,666 | 43,370 | - | - | - | - | 516,909 | 505,550 |
| Granular | 529,181 | 481,577 | 97,741 | 138,021 | - | - | - | - | 626,922 | 619,598 |
| Soluble | 105,870 | 91,806 | 17,336 | 30,738 | 33,867 | 33,250 | 30,894 | 19,371 | 187,967 | 175,165 |
| Sulphates | 69,181 | 49,285 | 42,390 | 28,440 | 1,864 | 1,576 | 11 | - | 113,446 | 79,301 |
| TOTAL: | 1,257,777 | 1,202,466 | 874,864 | 768,152 | 121,893 | 121,286 | 33,738 | 21,379 | 2,288,272 | 2,113,283 |

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

JANUARY-MARCH QUARTER, 1990 & 1989

| | PRODUCTION | | ENDING INVENTORY, March 31 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1990 JAN-MAR | 1989 | MINE SITE | OFFSITE | 1990 | 1989 | 1990 JAN-MAR | 1989 |
| MURIATE | | | | | | | | |
| Special Standard | 29,108 | 56,041 | 16,059 | 2,149 | 18,208 | 37,376 | 43,341 | 42,368 |
| Standard | 417,925 | 654,699 | 207,266 | 143,748 | 351,014 | 430,580 | 683,736 | 572,891 |
| Chemical | 36,150 | 33,448 | 12,294 | 4,546 | 16,840 | 16,503 | 29,399 | 22,707 |
| Coarse | 577,932 | 707,556 | 161,929 | 488,911 | 650,840 | 867,448 | 382,295 | 393,721 |
| Granular | 564,695 | 680,150 | 260,643 | 284,131 | 544,774 | 550,698 | 523,914 | 567,097 |
| Soluble | 198,294 | 195,859 | 94,309 | 82,163 | 176,472 | 155,753 | 162,765 | 165,760 |
| TOTAL: | 1,824,104 | 2,327,753 | 752,500 | 1,005,648 | 1,758,148 | 2,058,358 | 1,825,450 | 1,764,544 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | January-March | |
| | 1990 JAN-MAR | 1989 | 1990 JAN-MAR | 1989 | 1990 JAN-MAR | 1989 | 1990 JAN-MAR | 1989 | 1990 | 1989 |
| MURIATE | | | | | | | | | | |
| Special Std | 43 | 17 | 41,794 | 39,985 | - | - | - | - | 41,837 | 40,002 |
| Standard | 48,855 | 69,228 | 614,158 | 470,139 | 28,810 | 36,215 | - | 12 | 691,823 | 575,594 |
| Chemical | - | - | - | - | 21,388 | 18,381 | 1,189 | 1,015 | 22,577 | 19,396 |
| Coarse | 433,435 | 429,173 | 41,785 | 36,548 | - | - | - | - | 475,220 | 465,721 |
| Granular | 359,376 | 365,642 | 81,616 | 104,099 | - | - | - | - | 440,992 | 469,741 |
| Soluble | 84,615 | 81,556 | 17,336 | 30,725 | 33,407 | 31,296 | 30,894 | 19,371 | 166,252 | 162,948 |
| TOTAL: | 926,324 | 945,616 | 796,689 | 681,496 | 83,605 | 85,892 | 32,083 | 20,398 | 1,838,701 | 1,733,402 |

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

JANUARY-MARCH QUARTER, 1990 & 1989

| | PRODUCTION | | ENDING INVENTORY, March 31 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1990 | JAN-MAR 1989 | MINE SITE | OFFSITE | 1990 | 1989 | 1990 | JAN-MAR 1989 |
| MURIATE | | | | | | | | |
| Standard | 101,413 | 116,942 | 108,237 | (12) | 108,225 | 126,930 | 84,585 | 96,887 |
| Chemical | 2,904 | 1,749 | 1,088 | - | 1,088 | 971 | 3,045 | 2,450 |
| Coarse | 31,052 | 42,671 | 7,225 | - | 7,225 | 22,517 | 44,802 | 40,697 |
| Granular | 207,577 | 175,518 | 135,865 | 8,952 | 144,817 | 96,559 | 182,231 | 142,963 |
| Soluble | 16,593 | 10,644 | 3,222 | - | 3,222 | 6,188 | 19,137 | 12,078 |
| Sulphates | 107,191 | 69,989 | 67,650 | 20,260 | 87,910 | 56,030 | 114,404 | 78,264 |
| TOTAL: | 466,730 | 417,513 | 323,287 | 29,200 | 352,487 | 309,195 | 448,204 | 373,339 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | January-March | |
| | 1990 | JAN-MAR 1989 | 1990 | JAN-MAR 1989 | 1990 | JAN-MAR 1989 | 1990 | JAN-MAR 1989 | 1990 | 1989 |
| MURIATE | | | | | | | | | | |
| Standard | 32,404 | 48,373 | 16,779 | 17,459 | 33,173 | 29,454 | 1,644 | 941 | 84,000 | 96,227 |
| Chemical | - | - | - | - | 2,791 | 2,410 | - | 40 | 2,791 | 2,450 |
| Coarse | 38,808 | 33,007 | 2,881 | 6,822 | - | - | - | - | 41,689 | 39,829 |
| Granular | 169,805 | 115,935 | 16,125 | 33,922 | - | - | - | - | 185,930 | 149,857 |
| Soluble | 21,255 | 10,250 | - | 13 | 460 | 1,954 | - | - | 21,715 | 12,217 |
| Sulphates | 69,181 | 49,285 | 42,390 | 28,440 | 1,864 | 1,576 | 11 | - | 113,446 | 79,301 |
| TOTAL: | 331,453 | 256,850 | 78,175 | 86,656 | 38,288 | 35,394 | 1,655 | 981 | 449,571 | 379,881 |

Note: Exports are listed on reverse.